

Governor's Supplier Diversity Council

September 13, 2017 Meeting

Minutes from September 13, 2017, Governor's Supplier Diversity Council Meeting

Video Conferenced Meeting in Housing Authority offices in both Wilmington and Dover

Attendees:

Present in Wilmington: Ken Anderson, Sakthi A. Vel PhD (arrived at 1:17pm), Givvel Marrero (by phone from meeting opening until arrival at 1:40pm), and Michelle Morin

Present in Dover: Dean Stotler, Nick Callazzo III, and Devona Goeins Williams PhD. (arrived at 1:27pm)

Present on the phone (non-voting): Loren Hopkins Taylor, Wendy Brown, Kimberly Jones, Brian Leahy, Stephanie Young, and Debbie Sacra

Absent: Jayshree Moorthy, Theresa Brown Edwards Esq., Anas Ben Addi, Ron Frazier Esq., and Ralph Truitt

Public Present in room in Wilmington: none.

Public Present in room in Dover: none

Public Present on the Phone: none identified

Meeting Opened:

Meeting Called to Order by Ken Anderson, GSDC Chair, at 1:07pm.

Quorum:

A quorum (currently requires 6 of 11 members) was not reached at the start of the meeting, with three members present. At 1:17pm a fourth member arrived, at 1:27pm a fifth member arrived, and at 1:40pm a quorum was reached, with six members present.

Prior Meeting Minutes:

At the start of the meeting, without a quorum established, a conversation ensued regarding the minutes from the August meetings no edits were noted. At 2:29pm, prior to the close of the meeting, the August 17, 2017, minutes were unanimously accepted as written, upon a motion by Dr. Devona Williams and seconded by Dean Stotler.

September 13 Meeting Notes:

- Chair Ken Anderson greeted.

Under New Business,

- Chair Ken Anderson open the discussion under new business.
 - Ken shared an update regarding the Division of Small Business, Development and Tourism (DSBDT) and offered to respond to any questions that Council and

especially Liaisons may have now or in the future about what DSBDT does and the changes from DEDO to DSBDT and the Delaware Prosperity Partnership (P3). He updated that HB226 was passed and that changed DEDO into two parts, with different functions. DSBDT is led by Director Cerron Cade and is part of the Dept. of State. DEDO is changing from 42 people to 25 people, and 17 will or have transitioned; they have their positions until December 31, 2017. Ken described the workload to be significant, and the hope that the P3 will be stood up by January 2018 to begin assuming the responsibilities of the P3 from the current staff. Dean Stotler inquired if a contact sheet has been created to help other agencies as well as the business community know whom to contact for each functional area within DEDO, DSBDT. Ken responded that an organizational chart exists without the designation of responsibilities but it does name the units. He anticipates such a sharing to be concurrent with the announcement of the P3, which will then further announce what else will be categorized under the units. Ken will see if the organizational chart is sharable to Council.

- Ken shared that Governor Carney has committed the State to look for Amazon to locate its second headquarters in Delaware and the DEDO, DSBDT team are preparing that response to the RFP, under Patty Cannon's lead.
- Givvell Marrero inquired if any feedback regarding the ethnicity of staff has been shared from Council meetings. Ken referred to HB226 as prescriptive to the changes as created by legislation.
- Wendy Brown, Dept. of Health and Social Services (DHSS) Liaison shared an update to last's Council meetings information share. DHSS continues to take steps to highlight the diversity and inclusion work of the department. On September 20 DHSS will host the first of three meetings with Child Care Businesses who contract with DHSS for the Purchase of Care program for an update on rules and share new opportunities with these business owners. At that meeting, Wendy and the Office of Supplier Diversity (OSD) will present regarding the opportunity of certification as a diverse and small business. There are approximately 1,100 providers in this program and the spend, from grant funds, is approximately \$34 Million. There is a belief that anecdotally, that most of the business owners are eligible as diverse for the OSD certification and sized for the Small Business certification. This drive for certification of these Purchase of Care businesses offers various benefits including: (1) that the federal government has asked DHSS to report on their business with small business enterprises, (2) an increase in reporting of the work DHSS is already doing with diverse and small businesses, and (3) a lift to the business providers by inclusion to the various business resources within Delaware that they may not have previously been exposed or welcomed to. Conversation regarding proper licensing followed with the result that licensing is required in Delaware for Child Care and that the Division of Children Youth and Families handles the credentialing for licensure. Dr. Devona Goeins Williams shared information regarding the State's quality ranking system of providers known as the Stars program, where providers can be identified between 1 and 5 stars, 5 being highest rank. The ranks are based on various aspects including entire review of the Child

Care facility and service and how the children are ready to learn when they become school age, ratios of staff to children, and other measurements.

- Dean Stotler shared the Division of Natural Resources and Environmental Control (DNREC) and specifically the Division of Energy and Climate. OSD and Government Support Services (GSS) are working in the business-to-government (B2G) space for any and all spend that the State is doing with the business community. This includes grant funds. Though FY2017 the spend reported has only been from General Funds and has not included Grant Funds. Similar to the DHSS project Wendy just mentioned, the Division of Energy and Climate has grant funds to assist business owners with improving energy efficiency. Dean shared that the office will continue to look at all markets to see where else there may be an opportunity to highlight access to state opportunities and report on the B2G work of the state with the business community.
- Nick Callazzo shared his support on this area of State B2G relationships and especially with small businesses, including the areas of grant funds that continue business relationships. Ken Anderson also shared his support in positioning to a business segment we have not looked to before and the impact to the supplier diversity marketplace.
- Dean Stotler offered an action item for Liaisons, look internally to your agency to identify the B2G grant spending, which can be parlayed to the B2B space. Please share with OSD and Dean any grant B2G spend areas that you identify.
- Loren Hopkins Tailor of DuPont shared major and exciting news that the company officially became DowDuPont on September 1, 2017, as announced publically. The transitions that are anticipated is the actions to merge the two global entities and the spin on the journey to become three successful enterprises. Now working as one merged company DowDuPont will spin to an Agriculture SpinCo to be located in Delaware, a Materials SpinCo to be located in Michigan, and a Specialty Products SpinCo to be located in Delaware. The impacts of Supplier Diversity will increase, as the change took Dupont from a \$60B company to a \$157B DowDuPont company.
 - Loren Hopkins Tailor also shared that the next National Minority Supplier Development Council (NMSDC) conference will be in Detroit on October 22 to 24 and that during this event the DowDuPont entity will be meeting with hundreds and hundreds of Minority Business Enterprise (MBEs) during the event and trade show. Approximately 7,000 attendees are expected at this national conference. NMSDC certified approximately 12,000 MBEs nationwide. DuPont has been participating in supplier diversity for 45 years and that Dow has the same value for supplier diversity.
 - Ken Anderson asked how can one attend and what are the connection points. Michelle Morin responded that the OSD has relationship with EMSDC and NMSDC and makes the information available to the business community through the OSD List Serve. Additionally, Jayshree Moorthy, a member of Council, is a member of EMSDC. Anyone is able to sign up for the EMSDC and NMSDC newsletters by visiting the websites.
 - Loren Hopkins Tailor also spoke to the company's involvement in our Mid-Atlantic region in particular noting that she is hosting the upcoming September 21st, Eastern Minority Supplier Development Council (EMSDC) Board Meeting

and highlighted the possibility that there may be an opportunity to connect the EMSDC Board and the GSDC Council at a future event.

Under Old Business,

- Chair Ken Anderson opened the conversation regarding Council Initiative “**Create a Whitepaper that lays out a framework of what businesses (traditional, diverse, and small) need in Delaware**” and asked Dean and Devona to lead this conversation with an Executive Summary.
 - Discussion ensued with the following outlines:
 - Create a matrix of issues that businesses need and where to go to meet the need. If the top 10 or 15 topics are identified the matrix can then identify where, among the resources for businesses, those topics are supported. The inclusion practice of Council has been to treat all the same and make information available both during business hours and outside of traditional business hours.
 - Access to affordable capital is most often needed
 - When GSS created the transparent bid-site for state contracts we heard from businesses that they could never work in the evening and weekend before, they appreciate this, and we should ensure the outcome of this initiative is available outside of only traditional hours.
 - Support the business concern for assistance to increase and enhance performance
 - Create a frame work for 3 types of phases
 - Start up
 - Maintain
 - Grow and expand
 - Ensure cross functionality of support across industry sectors, i.e. technology and finance
 - Address uniqueness in industry, i.e. construction, finance, realtors, architect, product versus service, B2B, and B2G
 - Benchmarking sectors and providing guidance on the value of benchmarking, i.e. management versus consultant, retail versus manufacturing
 - Sustainability of business and what it means to remain right-sized or to grow, to work on the business not in the business, to have a performance tracker for businesses, and how to survive down-cycling
 - Discussion continued regarding where to go for the information, what are the same questions that will be asked across business size, market sectors, and industries.
 - Suggestion for no more than 10 pages for the white paper. The focus is not for Council to create the supporting document, but to review and consider the value in recommending to the Chief Executive the need for a matrix to support the business population.

- **NEXT STEPS:** to create a list of questions that business owners are asking, that includes what support they need. Council, including Liaisons will work on creating 10 or so questions that business owners are asking, where support is needed. Addressing the three phases of business with your questions would be helpful. Michelle Morin will send a summary email out to everyone. Everyone can create questions and send them to Michelle. Nick may share the name of a student who may be available to assist.
- Ken identified that we currently have one additional meeting scheduled on October 17 and that it is not clear if an end of year meeting will occur with Governor Carney, as Council met with the Governor earlier this year.

Public Question / Comment:

- At 2:28pm, Chair Ken Anderson opened the floor for public comment. There were not any members of the public in the meeting rooms. It is unknown if any members of the public were on the phone as none self-identified.

Next Meeting:

The next Council meeting is set for October 17, 2017, at 10:00am in both location, with Wilmington as the primary location.

Meeting Adjournment:

Meeting adjourned by Ken Anderson, GSDC Chair, at 2:31pm on motion by Devona Goeins Williams and seconded by Dean Stotler.